

ETIS

THE COMMUNITY OF TELECOM PROFESSIONALS

www.etis.org

COMMUNITY
GATHERING 2026
SPONSORSHIP
OPPORTUNITIES



DRIVING COLLABORATION
WITHIN THE EUROPEAN
TELECOM INDUSTRY

ETIS COMMUNITY GATHERING 2026

Thank you for your interest in supporting the ETIS Community Gathering 2026!

As the flagship conference of European telecom professionals, this two-day event offers an unparalleled opportunity for networking, collaboration, and thought leadership among ETIS' Telco Partners and Supporting Parties. Building on the success of our recent Gatherings in Rome (2022), Berlin (2023), Prague (2024), and Athens (2025), we are excited to welcome the community once again—this time in **Riga, Latvia, on May 28-29, 2026.**

The telecom industry is evolving faster than ever. Operators and partners are rethinking business models, exploring new opportunities, and embracing technologies that redefine how value is created and delivered. At the same time, leaders must navigate a challenging landscape shaped by shifting customer expectations, regulatory change, and competitive pressures.

The ETIS Gathering provides a unique setting to discuss these dynamics. Over two days, **C-suite executives, senior experts, and decision-makers from across Europe** will come together to share insights, exchange best practices, and shape the future of the sector through interactive sessions and cross-industry dialogue.

By sponsoring the ETIS Community Gathering 2026, your organization will gain direct access to Europe's leading telecom decision-makers, showcase your expertise, and demonstrate your commitment to driving innovation in one of the world's most dynamic industries.

We look forward to partnering with you in Riga to make the 2026 Gathering a milestone event for our community.

Kind regards,
Wim De Meyer
ETIS Managing Director

GENERAL INFORMATION

DATE

May 28–29, 2026 | Riga, Latvia

LOCATION

Radisson Blu Latvija Conference & Spa Hotel

Elizabetes iela 55, Riga, Latvia

*Exhibition, networking, and meeting spaces will all be hosted in the hotel's dedicated conference centre, with a community dinner on Thursday evening, May 28.

REGISTRATION

Opening soon on the ETIS website: <https://www.etis.org/en/>



THE BASICS



250+
participants

In this event, ETIS brings together the major telecommunications providers in Europe, with over **250 participants from our Community base**. This consists of **33 Partners** (operators) and **23 Supporting Parties** (suppliers), representing the industry in **22 countries across Europe**.

Network directly with decision-makers and implementers! Participant profiles range from senior managers/experts to heads of departments to the CxO, CxO-1 members of our Management Board.

Each year, the Gathering dives deep into the most pressing challenges and opportunities shaping the future of telecom. Sessions cover topics ranging from AI and automation, to customer experience, sustainability, 5G/6G, security, and new business models.

As a sponsor, you gain visibility and the chance to position your company as a thought leader through speaking opportunities, session participation, and direct interaction with Europe's telecom decision-makers.



50+
sessions

Participants gain deeper insight into trends, discuss challenges and share best practices with their peers across Europe. Working group sessions are designed to be interactive with tangible, concrete takeaways and solutions derived from workshops and roundtable discussions.

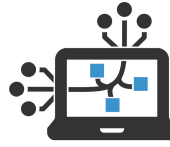
Not only engage directly with your customers through the roundtable discussions, but get insights into their current challenges, needs and future vision in areas that matter to you - all while increasing your visibility and good-will as a supporter of this community.

PARTICIPANT DOMAINS

The following ETIS
Working **G**roups &
Task **F**orces meetings
take part in our annual
Gathering with their
individual streams of
sessions:



DIGITAL TELCO
STRATEGY
FORUM



NETWORK + IT
TRANSFORMATION
WG



ENTERPRISE
ARCHITECTURE
TF



COMPLIANCE
WG



INFORMATION
SECURITY WG



SECURITY
AWARENESS TASK
FORCE



BUSINESS CONTINUITY
TF



ENERGY TF



DIGITAL SALES +
CUSTOMER
EXPERIENCE WG



DATA PRIVACY
TF



DIRECT CARRIER
BILLING WG



SMART CHARGING
+ PAYMENTS WG



AI & DATA
ANALYTICS TASK
FORCE



SUSTAINABILITY
WG



PROCUREMENT
+SUPPLY CHAIN MGMT
WG

WHY SPONSOR?

1

VISIBILITY

The ETIS Community Gathering is a unique networking and collaboration platform for the European telecommunications industry with operators from over **22 European countries**.

REACH YOUR TARGET AUDIENCE

Interact with the decision makers from the industry-from our management board of CXOs and CXO-1s, to the other senior-level professionals participating in over **15 working groups!**

2

3

POSITION YOUR BRAND

We offer **dedicated space and time** so that you can demonstrate to our Telco Partners and others in the industry that you are the thought leader in your field - providing innovative solutions and value added services for their customers.

VARIETY OF LEVELS

We offer a variety of **sponsorship levels** that can be further tailored to your goals. Want your brand featured more prominently as participants enter the conference? Catch participants' eye during coffee breaks? Let us know!

4



TESTIMONIALS

Antonietta Mastroianni

Chief Digital and IT Officer, Proximus

"As a council member of ETIS, I've found the working group meetings and webinars to be invaluable. They provide a platform for exchanging ideas, fostering innovation, and addressing industry challenges collaboratively. The insights and shared experiences from these sessions have significantly helped my colleagues and me to navigate complex issues and implement effective solutions. ETIS truly stands out as a hub for learning, networking, and growth in the tech sector."

Branimir Spajic

Customer Finance Director, Hrvatski Telekom

"As a dedicated Board Member and Council Member of ETIS, I am delighted to express the profound impact this community has had on shaping the future of the European telecom industry. ETIS has evolved into a trusted collaboration platform that brings together major telcos in Europe to exchange knowledge, experiences, and best practices.

ETIS stands out due to its commitment to a participant-driven approach, allowing members to decide on topics for information exchange and meeting setups. This unique feature ensures that our discussions are dynamic and relevant, addressing the most pressing challenges facing the telecommunications industry today.

Exclusive access to benchmarks & surveys provides valuable insights instrumental in shaping strategic objectives and improving business performance. The focused working groups and task forces within ETIS address the top issues facing our industry, allowing us to pool our collective expertise and resources for the greater good.

In conclusion, my journey with ETIS has been transformative, both professionally and personally. The power of collaboration within this community has been instrumental in navigating the complexities of the telco industry, and I look forward to continued engagement and contribution to the shared success of ETIS and its members."





A NUMBER OF WAYS TO INCREASE YOUR VISIBILITY

- Onsite signage
- Booths
- Speaking opportunities
- Branding on tote bags, inserts, steel mugs + other sustainable products



SPONSORSHIP LEVELS

Diamond Sponsor (exclusive)

 **Price: 25.000 Euro**

- Announcement as Diamond Sponsor + corporate profile featured on the ETIS website and social media
- Speaking opportunity during the common session (live streamed, recorded, and published for later viewing – reaching an audience of 250+ participants on site plus 300+ professionals online).
- Speaking opportunities in up to 3 relevant Working Group sessions*
- Speaking opportunity in a webinar at a later date*
- Access to max 10 working groups during the 2 days, with up to 2 representatives per group
- Short welcome speech at the beginning of the Thursday, May 28th Gathering dinner (all working groups in attendance)
- Full banner on the ETIS website & company logo in all related promotional materials
- Possibility for exhibit space (prime location at no extra cost)
- Networking opportunities throughout the 2 day event

Gold Sponsor (non-exclusive)

 **Price: 17.500 Euro**

- Speaking opportunity in up to 2 relevant Working Group sessions*
- Speaking opportunity in a webinar at a later date*
- Access to 6 working groups during the 2 days, with up to 2 representatives per group
- Announcement as Gold Sponsor + corporate profile featured on the ETIS website and social media
- The opportunity to leave a white paper or substantive article showcasing your expertise and leadership in your domain. (Note: these white papers or articles will be at your cost and should be mailed directly to the hotel.)
- Logo in all related promotional materials
- Possibility for exhibit space (prime location at no extra cost)
- Networking opportunities throughout the 2 day event

Silver Sponsor (non-exclusive)

 **Price: 10.000 Euro**

- Announcement as Silver Sponsor + corporate profile featured on the ETIS website & social media
- Sponsor's logo visible during Farewell Reception
- Speaking opportunity in up to 1 relevant Working Group session*
- Access to 2 working groups during the 2 days, with up to 2 representatives per group
- Logo in all related promotional materials
- Possibility for exhibit space
- Networking opportunities throughout the 2 day event

*Speaking opportunities within working group sessions are subject to the same rules as in other meetings or webinars – it is an opportunity to share use-cases and demonstrate expertise in a topic. Sales pitches are not permitted.

OPPORTUNITIES ONLY AVAILABLE TO MAJOR PARTNERS

PRESENTATION IN THE COMMON SESSION

As a Diamond sponsor, your company's logo will be featured as a proud supporter of the ETIS community and you will be granted a speaking opportunity during the common session (attended by all working groups members, live streamed, recorded and published for later viewing).

SPEAKING OPPORTUNITY AT THE THURSDAY DINNER

As a diamond sponsor, you have the opportunity to give a short welcome speech at the beginning of the Thursday, May 28th Gathering dinner (all working groups members in attendance).

SPEAKING OPPORTUNITY IN A RELEVANT WORKING GROUP

As either a diamond, gold or silver sponsor, additionally you can deep-dive into a topic with your target audience! But note, speaking opportunities within working group sessions are subject to the same rules as in other meetings or webinars - it is an opportunity to share use-cases and demonstrate expertise in a topic. Sales pitches are not permitted.



ETIS COMMUNITY GATHERING SPONSORSHIP AGREEMENT

2026 ETIS COMMUNITY GATHERING

Riga, Latvia

May 28-29, 2026

This Sponsorship Agreement (the "Agreement") is made and entered into as of the last signature date below (the "Effective Date") by and between ETIS with an office at Avenue Louise 65/11, 1050 Brussels, Belgium and the sponsor identified below ("Sponsor").

RECITALS

ETIS is hosting the following event: ETIS Community Gathering 2026 from May 28-29, 2026 and Sponsor desires to sponsor the event.

In consideration of the mutual promises and covenants contained in this Agreement, the parties hereby agree as follows:

1. **ETIS obligations:** In consideration for Sponsor's participation in the Event, ETIS shall provide the Sponsor the benefits set out in Appendix, which is incorporated and hereby made a part of this Agreement.

2. **Sponsor obligations:** For its participation as a Sponsor in the Event, Sponsor shall pay to ETIS a fee (the "Sponsorship Fee"), as set out below:

DIAMOND SPONSORSHIP - 25.000 € or
GOLD SPONSORSHIP - 17.500 € or
SILVER SPONSORSHIP - 10.000 € or

AND/ OR A COMBINATION OF ADDITIONAL
SPONSORSHIP OPPORTUNITIES TO BE DETERMINED
BETWEEN ETIS AND THE SPONSOR

The balance of the sponsorship fee due to ETIS shall be paid within one month of receipt of the invoice. The ETIS General Terms & Conditions will apply to this invoice.

3. **Sponsor trademarks/sponsor materials:** Subject to the terms and conditions of this Agreement, Sponsor grants to ETIS the right to use Sponsor's trade names and logo designs and company descriptions, in any medium of advertising, marketing materials, and/or promotional goods distributed solely in conjunction with the Event and in accordance with Sponsor's trademark usage guidelines.

4. **Indemnity:** 4.1 Sponsor shall indemnify, defend, and hold ETIS harmless from and against any claims arising out of, or relating directly or indirectly to, content on their respective web sites, use of Sponsor's trademarks and logos, and Sponsor Materials.

4.2 Sponsor will give ETIS prompt written notice of any claim or suit coming within the purview of these indemnities.

5. **Representations:** Each party hereby represents and warrants that it has the full power to enter into and perform according to the terms of this Agreement.

6. **Limitation of liability:** In no event shall either party be liable to the other party for any incidental, consequential, indirect, or punitive damages (including but not limited to lost profits) regardless of whether such liability is based on breach of contract, tort, strict liability, failure of essential purpose or otherwise and even if advised of the possibility of such damages. Notwithstanding anything else in this Agreement, ETIS' liability for any claim against ETIS shall be limited to the funds available in its own bank account at the time of the claim.

ETIS COMMUNITY GATHERING SPONSORSHIP AGREEMENT

7. Term and termination: 7.1 Term. Subject to the terms and conditions herein, this Agreement shall be effective upon the Effective Date and shall continue through June 7th 2026, one week past the event date, unless earlier terminated as otherwise provided in this Agreement (the "Term").

7.2 *Termination by ETIS:* ETIS shall be entitled to cancel the Event and/or terminate this Agreement at any time for any reason. In the event ETIS terminates this Agreement for any reason other than Sponsor's breach of contract, ETIS shall refund any fees received from Sponsor for this event.

7.3 *Termination by Sponsor. Effect of Termination:* a) Sponsor may terminate this Agreement at any time for any reason by giving at least seven (7) days prior written notice. Upon signature of the agreement, a sponsor is required to pay the total amount of the sponsorship fee. However, if ETIS receives written notice of cancellation from the sponsorship before the end of April 2026, 50% of the sponsorship fee will be re-funded.

8. Miscellaneous: 8.1 Notices. All notices, authorizations and requests in connection with this Agreement shall be deemed given on the day they are (i) deposited in the mail, postage prepaid, certified or registered, return receipt requested; or (ii) sent by email as indicated by the time stamp when the email was received; and sent to the address in the recitals. Sponsor agrees to send a copy of any notices, via email to: wdm@etis.org.

SPONSORSHIP AGREEMENT

Contact Person Name: _____

Position: _____

Company Name: _____

Contact details: _____

Level and/or type of sponsorship: _____

Total due: _____

INVOICING DETAILS

Company Name: _____

Invoicing Address: _____

VAT or Co. Reg. Number: _____

Purchase Order Number (if any): _____

SIGNATURES + DATE: